



CANNON BUILDING
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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, April 4, 2013 at 9:00 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	05/02/2013

MEMBERS PRESENT

Danielle Benson, New Castle County, Professional Member, Chairperson
Donna Klimowicz, New Castle County, Professional Member, Vice Chairperson
Tom Burns, Kent County, Professional Member
Casey Price, Sussex County, Professional Member
Tammy Reagan, Sussex County, Professional Member
Tim Riale, Sussex County, Professional Member
Elaine Woerner, New Castle County, Professional Member

DIVISION STAFF

Eileen Kelly, Deputy Attorney General
Jessica Williams, Administrative Specialist II

MEMBERS ABSENT

Barbara Brodoway, New Castle County, Public Member
Doug Doyle, Kent County, Professional Member

ALSO PRESENT

Regina Lundeen, Delaware Association of Realtors
Vincent White, Delaware Real Estate Commission

CALL TO ORDER

Ms. Benson called the meeting to order at 9:37 a.m.

UNFINISHED BUSINESS

Review Previously Tabled Course Provider Application

Ms. Regan moved, seconded by Ms. Woerner, to recommend approval of the following item as noted below.
Motion unanimously carried.

Course Provider: Ward & Taylor **Approved**
Course Title: Practical Tips for Listing Agents

Credit Hours: 3.0

Module: 6

Review Additional Documentation from Previously Denied Student CE Request – Brian Doreste

Ms. Reagan moved, seconded by Ms. Klimowicz, to uphold their previous motion to deny the student CE request submitted by Brian Doreste. Mr. Doreste must complete the Pennsylvania Broker's pre-licensing course prior to requesting credit in Delaware. Motion unanimously carried.

Review Additional Documentation from Previously Denied Student CE Request – Carol Materniak

Ms. Reagan moved, seconded by Ms. Klimowicz to approve the student CE request for Carol Materniak for 12 hours of continuing education for reinstatement purposes only. Motion unanimously carried.

NEW BUSINESS

Review of Course Provider Applications

Mr. Burns moved, seconded by Ms. Woerner, to recommend approval, denial or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Sterling Education Services **Approved for Module(s) 3 and/or 6**

Course Title: Real Estate Purchase and Sale Transaction

Credit Hours: 8.0

Module: 3 and/or 6

Course Provider: Council of Residential Specialists

Course Title: CRS 112 Guiding the Buyer in the Distressed Property Market **Approved for Module(s) 6 and/or 7**

Credit Hours: 8.0

Module: 6 and/or 7

Course Title: CRS 200 Business Planning and Marketing for the Residential Specialist **Approved for Module(s) 6 and/or 7**

Credit Hours: 16.0

Module: 6 and/or 7

Course Title: CRS 201 Listing Strategies for the Residential Specialist **Approved for Module(s) 6 and/or 7**

Credit Hours: 16.0

Module: 6 and/or 7

Course Title: CRS 202 Effective Buyer Sales Strategies **Approved for Module(s) 6 and/or 7**

Credit Hours: 16.0

Module: 6 and/or 7

Course Title: CRS 204 Buying and Selling Income Properties **Approved for Module(s) 6 and/or 7**

Credit Hours: 16.0

Module: 6 and/or 7

Course Title: CRS 205 Financing Solutions to Close the Deal **Approved for Module(s) 6 and/or 7**

Credit Hours: 16.0

Module: 6 and/or 7

Course Title: CRS 206 Technologies to Advance Your Business **Approved for Module(s) 6 and/or 7**
Credit Hours: 16.0
Module: 6 and/or 7

Ms. Woerner moved, seconded by Ms. Reagan, to recommend approval, denial or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: NBI, Inc. DBA National Business Institute

Course Title: Land Use Law: Current Issues In Subdivision, Annexation & Zoning **Approved for Module(s) 6 and/or 7**

Credit Hours: 6.0
Module: 6

Course Provider: Association of Realtors School **Approved**

Course Title: CRS 201 Listing Strategies for the Residential Specialist
Credit Hours: 6.0
Module: 6 & 7

Review of Instructor Applications

Ms. Woerner moved, seconded by Ms. Klimowicz, to recommend approval, denial or tabling, of the following items as noted below. Motion unanimously carried.

Sara Toner **Approved**
Continuing Education: Module 2

Robert Whetzel **Approved**
Continuing Education: Module 6

Pre-Licensing Course: Real Estate Law

Broker's Course: Legal & Governmental Aspects of Real Estate

Shawn Tucker **Approved**
Continuing Education: Module 6

John Tracey **Approved**
Continuing Education: Module 6

Wendie Stabler **Approved**
Continuing Education: Module 6

Dennis Schrader **Approved**
Continuing Education: Module 6

James Woods **Approved**
Continuing Education: New Licensee Modules 2 & 3; Continuing Education Modules 3 & 6

Pre-Licensing Course: Orientation; Real Estate Law; Real Estate Mathematics

Broker's Course: Real Estate Documents; Legal & Governmental Aspects of Real Estate; Mathematics

Michael McGavisk **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Module 7 – Basics of Buyer Representation; Basics of Seller Representation; Professionalism “Doing the Right Thing When No One is Looking”; Ethics & Arbitration: What You Should Know

Pre-Licensing Course

Orientation; Real Estate Sales; Real Estate Mathematics

Broker’s Course

Brokerage (Sales Management); Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment; Mathematics

George Bracanti **Approved**

Pre-Licensing Course: Real Estate Law

John Barbato **Approved**

Continuing Education: Module 7 – Energy Efficient Mortgages; Renovation Lending; Marketing; Credit; Social Media

Pre-Licensing Course

Real Estate Mathematics

Broker’s Course

Financing; Real Estate Investment; Mathematics

Paul Olsen **Approved**

Pre-Licensing Course: Orientation; Real Estate Mathematics

Broker’s Course: Mathematics

Ms. Regan moved, seconded by Ms. Klimowicz, to recommend approval, denial or tabling, of the following items as noted below. Motion unanimously carried.

Ronald Smith **Approved Contingent upon Receipt of Resume**

Pre-Licensing Course: Real Estate Law

Broker’s Course: Legal & Governmental Aspects of Real Estate

Review of Student Request for Approval of Continuing Education Activities

Mr. Burns moved, seconded by Mr. Riale, to recommend approval, denial or tabling, of the following items as noted below. Motion unanimously carried.

Student Name: Theodore Liszewski **Approved**

Course Title: Ethics

Course Provider: Ward & Taylor, LLC

Credit Hours: 3.0

Module: 7

UNFINISHED BUSINESS

Continued Discussion Regarding Hosting an Informational Workshop for Course Providers

This item was tabled until the May 2, 2013 meeting.

Review Proposed Draft of Education Guidelines Regarding Committee Composition

The Committee reviewed the proposed draft of the education guidelines regarding the composition of the Committee. Ms. Kelly advised the Committee that the current proposal will impact the required quorum and had questions regarding a grandfathering provision for current members. Ms. Woerner moved, seconded by Ms. Klimowicz, to forward the draft to the Commission for a decision. Motion unanimously carried.

REVIEW OF MINUTES

Mr. Riale moved, seconded by Ms. Reagan, to approve the March 14, 2013 minutes as presented. Motion unanimously carried.

NEW BUSINESS

Update from the Commission – Ms. Benson

Ms. Benson was unable to provide an update from the Commission, due to the Committee meeting the same time as the Commission last month.

Review of Negative Course Provider Applications

This item was tabled until the May 2, 2013 meeting.

CORRESPONDENCE

There was no correspondence.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

There was no other business before the Committee.

PUBLIC COMMENT

There was no public comment.

NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, May 2, 2013 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

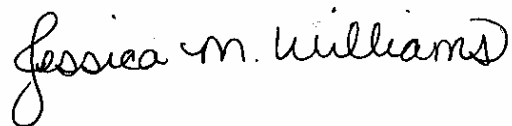
There being no further business, Mr. Riale moved, seconded by Ms. Regan, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:02 a.m.

Respectfully submitted,

Delaware Real Estate Education Committee

April 4, 2013

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A handwritten signature in black ink that reads "Jessica M. Williams". The signature is written in a cursive style with a large, stylized 'J' and 'W'.

Jessica M. Williams
Administrative Specialist II